

<< PROFIT&LOSS STATEMENT/CASH FLOW

			USD	USD	USD	USD	USD	USD	USD
	Unit	TOTAL	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7
			1	2	3	4	5	6	7
PROFIT&LOSS STATEMENT									
Revenue	USD	39 467 328	0	4 093 262	6 525 571	6 790 613	7 069 640	7 346 680	7 641 563
I. Rooms	USD	23 376 330	0	2 144 521	3 557 393	4 162 149	4 328 635	4 501 781	4 681 852
1. Tour 8 days	USD	14 750 908	0	2 144 521	2 112 202	2 471 276	2 570 127	2 672 932	2 779 850
2. Tour 12 days	USD	8 625 423	0	0	1 445 191	1 690 873	1 758 508	1 828 848	1 902 002
II. Restaurant	USD	8 786 401	0	1 071 039	1 423 856	1 480 810	1 543 341	1 601 645	1 665 710
III. Massage room	USD	6 645 272	0	855 580	1 068 350	1 111 084	1 158 693	1 201 748	1 249 818
Revenue from massages	USD	1 476 727	0	190 129	237 411	246 907	257 487	267 055	277 737
Revenue from spa procedures	USD	5 168 545	0	665 451	830 939	864 176	901 205	934 693	972 081
IV. Excursions	USD	123 174	0	12 067	16 978	20 768	22 538	24 416	26 408
V. Sales of related products (merchandising)	USD	90 662	0	10 056	13 506	15 802	16 434	17 091	17 775
Yoga mat	USD	51 807	0	5 746	7 717	9 029	9 391	9 766	10 157
Cork yoga blocks	USD	38 855	0	4 310	5 788	6 772	7 043	7 325	7 618
Yoga suit	USD	0	0	0	0	0	0	0	0
Product1	USD	0	0	0	0	0	0	0	0
Product2	USD	0	0	0	0	0	0	0	0
Product3	USD	0	0	0	0	0	0	0	0
VI. Income from the sale of plots	USD	445 489	0	0	445 489	0	0	0	0
Revenue growth rate	%		n/a	n/a	59%	4%	4%	4%	4%
Direct costs	USD	12 233 372	0	1 243 017	1 898 754	2 139 653	2 227 317	2 315 637	2 408 994
I. Rooms	USD	1 816 341	0	166 629	276 409	323 399	336 335	349 788	363 780
Food and Beverage (F&B)	USD	5 189 545	0	476 084	789 741	923 997	960 957	999 395	1 039 371
Instructors	USD	1 297 386	0	119 021	197 435	230 999	240 239	249 849	259 843
Other direct expenses	USD								
II. Restaurant	USD	2 438 226	0	297 213	395 120	410 925	428 277	444 456	462 235
Cost of products	USD	975 291	0	118 885	158 048	164 370	171 311	177 783	184 894
Electricity, gas and water	USD	183 929	0	23 100	29 106	30 561	32 089	33 694	35 379
Salary	USD								
III. Massage room	USD	6 734	0	868	1 083	1 126	1 171	1 218	1 267
Towels, sheets, and lotions	USD	42 085	0	5 424	6 769	7 039	7 321	7 614	7 918
Massage oil	USD	73 763	0	9 497	11 859	12 333	12 861	13 339	13 873
Other expenses of the massage room	USD	203 520	0	25 536	32 193	33 803	35 590	37 267	39 131
Salary	USD								
IV. Excursions	USD	1 367	0	134	188	231	250	271	293
Gasoline	USD	285	0	37	46	48	50	52	54
Meals	USD	253	0	33	41	42	44	46	48
Entrance tickets	USD	1 367	0	134	188	231	250	271	293
Other expenses for tours	USD								
V. Sales of related products (merchandising)	USD	1 868	0	241	300	312	325	338	351
Yoga mat	USD	1 412	0	182	227	236	246	256	266
Cork yoga blocks	USD	0	0	0	0	0	0	0	0
Yoga suit	USD	0	0	0	0	0	0	0	0
Product1	USD	0	0	0	0	0	0	0	0
Product2	USD	0	0	0	0	0	0	0	0
Product3	USD	0	0	0	0	0	0	0	0
Gross profit	USD	27 233 956	0	2 850 246	4 626 817	4 650 960	4 842 323	5 031 043	5 232 568
Gross margin	%	69%	0%	70%	71%	68%	68%	68%	68%
Indirect costs	USD	8 652 377	0	1 055 172	1 493 509	1 591 075	1 579 845	1 477 889	1 454 887
Selling expenses	USD	118 986	0	11 727	16 098	18 417	21 069	24 102	27 573
Advertising and marketing	USD	4 693 666	0	636 093	877 356	904 510	863 203	733 933	678 571
Commission to aggregators and agents	USD								
General and administrative expenses	USD	1 082 856	0	113 588	168 722	188 439	196 183	203 870	212 053
Laundry	USD	56 871	0	7 329	9 147	9 513	9 893	10 289	10 700
Security	USD	63 190	0	8 144	10 163	10 570	10 992	11 432	11 889
Repair and maintenance costs of the facility	USD	13 625	0	2 545	3 176	3 303	3 435	3 572	3 714
IT services and office expenses	USD	24 328	0	3 135	3 913	4 069	4 232	4 401	4 577
Outsourcing services	USD	433 142	0	45 435	67 489	75 376	78 473	81 548	84 821
Bank fees	USD	2 165 712	0	227 176	337 445	376 879	392 365	407 741	424 107
Other expenses	USD	470 273	0	59 063	74 419	78 140	82 047	86 149	90 456
Administrative staff	USD								
EBITDA	USD	18 581 579	0	1 795 074	3 133 308	3 059 885	3 262 478	3 553 154	3 777 681
EBITDA margin	%	47%	n/a	44%	48%	45%	46%	48%	49%
Depreciation	USD	744 520	0	98 639	129 176	129 176	129 176	129 176	129 176
EBIT	USD	17 837 059	0	1 696 435	3 004 132	2 930 709	3 133 302	3 423 978	3 648 505
Taxes	USD	3 742 441	0	191 504	660 909	644 756	689 326	753 275	802 671
Net profit	USD	14 094 618	0	1 504 931	2 343 223	2 285 953	2 443 975	2 670 703	2 845 834
Net margin	%	36%	n/a	37%	36%	34%	35%	36%	37%